



# Soham Sarkar

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## WORK EXPERIENCE

### Hireyy.com

**2022 — Present**

Career Expert

- Calling the leads for sale conversion.
- Pitching the client with proper information and helping them to understand the benefits of the program.
- Arranging a meeting with them on virtual platform and giving the tour of the program.
- Creating a bridge between the client and the program.
- Solving the queries.
- Helping them to enroll with proper documents.
- Knowledge in UMS handling.

### Prysmnet Broadband Company (Velankani Group)

**2020 — 2022**

Business Development Executive

- Meeting daily and monthly sales targets.
- Giving training to the dealers how to handle UMS also tracing closely for any complains in their connections
- Recruiting employees for the company and train them to generate a good sales.
- Arranging video conferences with the dealers for open discussion of their feedbacks and strategies.
- Generating reports from UMS as per the need of the seniors.
- Knowledge in both B2B and B2C sales
- Knowledge in client handling and relation.

### Muller & Phipps for Huawei Electronics and Mobiles (DXB)

**2018 — 2020**

Area Sales Supervisor

- Planning and developing the right marketing strategy to make the product attractive.
- Supervising and directing employees in their day to day tasks.
- Brief and train the sales force at quarterly sales meeting to create product awareness and demand.
- Set product pricing for new product releases to meet revenue and profitability goals.
- Performing and arranging successful product demonstration for customers.
- Planning, directing and coordinating various aspects of the business.
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- Increasing brand awareness and bringing in new customers.
- Maintaining relationships with key clients.
- Market research and developing the core positioning.

### Jumbo Electronics

**2016 — 2018**

Visual Merchandiser

- Giving proper demonstration to the customers

- Handling multiple clients/customers
- Maintain multiple records
- Made small training videos of the product and shared it
- Attending trade exhibitions, conferences and meetings

## **Sparsh Diagnostica Pvt Ltd**

**2014 — 2016**

EDP Administrator

- Performed business analysis
- Managed the internal and external mailing process using OUTLOOK.
- Knowledge about onshore and offshore client handling
- Attended conference meetings with client through online
- Worked as a relationship manager
- Professional in using advanced MS office and INSTA HMS

## **EDUCATION**

### **Masters in Computer Applications**

**2012 — 2014**

Sikkim Manipal University

### **Bachelor in Computer Applications**

**2009 — 2012**

Sikkim Manipal University

### **Diploma in IT**

**2006 — 2009**

Saraoj Mohan Institute of Technology

### **Sn Secondary Education**

**2002 — 2003**

Bholananda National Vidyalaya (CBSE)

### **Secondary Education**

**2000 — 2002**

Central Model School (CBSE)

## **LANGUAGES KNOW**

English (Read, Write, Speak)  
Hindi (Read, Write, Speak)  
Bengali (Read, Write, Speak)

## **INTERESTS**

Pistol shooting  
Photography  
Driving

## **DECLARATION**

“All the information provided in this resume is true to the best of my knowledge and belief.”